

Message Text

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TAGS: BEXP, AS BR FR GW HK IS IT JA MY MX SA SN SW SZ

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SUBJ: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION SUPPORT EQUIPMENT
(AAS)

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REF: STATE A-2719AND FOLLOWING

1. MOST CONTRACT POSTS NOW APPROACHING MID-SURVEY PROGRESS REPORT MEETINGS. PERFORMANCE NOTED TO DATE ENCOURAGING IN TERMS THOROUGHNESS CONTRACTOR RESEARCH EFFORTS AND ADHERENCE TO SPECIFICATIONS. HOWEVER, A FEW PROBLEMS AND POTENTIAL MISUNDERSTANDINGS HAVE COME TO LIGHT, SUGGESTING IT USEFUL TO CLARIFY FOLLOWING POINTS FOR CONTRACTORS. INFO POSTS MAY APPRISE THIRD COUNTRY AAS RESEARCHERS IF THEY CALL.

2. SPEC 1.23.02: THIS TOO EASILY OVERLOOKED ITEM MEANS THAT EXCEPT WHERE TABULAR, LIST, OR OUTLINE PRESENTATION IS EXPLICITLY REQUIRED, REPORT SHOULD BE IN NARRATIVE FORM. WHILE SEQUENCE AND HEADINGS OF PART 3 ARE TO BE FOLLOWED (3.00.01), INFORMATION CONTENT IS TO BE PRESENTED IN PROSE.

3. SPEC 1.23.05: SCRUPULOUS ADHERENCE REQUIRED. APPLIES TO ABBREVIATIONS FOR TECHNICAL TERMS AS WELL AS THOSE FOR ORGANIZATIONS. REPORTS WILL BE USED BY LAY WRITERS AND TRADE SPECIALISTS UNFAMILIAR WITH AVIATION. ACQUAINTANCE EVEN WITH RUDIMENTS SHOULD NOT BE TAKEN FOR GRANTED.

4. METRIC DISTANCES SHOULD BE CONVERTED TO APPROPRIATE ENGLISH EQUIVALENTS (KMS TO MILES, ALTITUDES AND RUNWAY LENGTHS IN FEET VICE METERS). WHERE TONS ARE OTHER THAN AVOIRDUPOIS TONS OF 2,000 POUNDS, THEY SHOULD CLEARLY BE SHOWN AS METRIC TONS (M.T.) OR LONG TONS AS APPROPRIATE.

5. WHEREVER TABLE FORMATS SPECIFY SOURCE FOOTNOTES, THE SOURCES MUST INDEED BE SHOWN ON THE TABLES; FOOTNOTES REFERRING TO TEXTUAL MATTER MAY BE ADDED TO--BUT NOT SUBSTITUTED FOR--SOURCE FOOTNOTES. THIS IS TO ENSURE DATA ORIGIN IS SHOWN ON TABLE REPRODUCTIONS OUT OF CONTEXT.

6. NON-TARIFF BARRIERS(3.25.01): DIFFICULTIES AND DELAYS IN GOVERNMENT'S CERTIFICATION OF FOREIGN ORIGIN AVIONICS OF PARTICULAR CONCERN. CONTRACTORS REQUESTED TO BE ALERT TO SUCH PROCEDURAL IMPEDIMENTS AND DISCUSS AS SPECIFIED.

7. SPEC 3.32.03 AND APPENDIX H-2: ALTHOUGH NOT SPECIFIED IN TABLE 6 FORMAT, WOULD APPRECIATE "ALL OTHERS" AND "TOTALS" UNCLASSIFIED

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ENTRIES FOLLOWING THOSE FOR LAST INDIVIDUALLY LISTED AIRPORT, WHERE AVAILABLE DATA PERMIT.

8. MILITARY INFORMATION(3.38); THERE HAS BEEN PREDICTABLE RESISTANCE TO FURNISHING SOME OF DATA SPECIFIED. RECOGNIZE SOME GOVERNMENTS MORE SENSITIVE THAN OTHERS. THERE NO INTELLIGENCE PURPOSE THIS RESEARCH. WANT ONLY INFORMATION THAN CAN BE FREELY PUBLISHED WITHOUT EMBARRASSMENT OR

PERCEIVED COMPROMISE OF SECURITY. CONTRACTORS SHOULD MAKE REASONABLE EFFORT TO SECURE AS MUCH OF SPECIFIED MILITARY MARKET DATA AS CAN BE OBTAINED WITHIN THESE GUIDELINES, BUT SHOULD NOT EXPEND UNDUE EFFORT TO OBTAIN TIGHTLY HELD INFO. UNDER NO CIRCUMSTANCES SHOULD PURSUIT MILITARY INFORMATION BE AT EXPENSE OF TREATMENT OF OTHER END-USER SECTORS.

9. AAS GLUBAL MARKET SURVEY TO SUPPORT U.S. RECRUITMENT AND PARTICIPATION 75 PARIS AIR SHOW. PRINTING SCHEDULES, MANUSCRIPT PREPARATION SCHEDULES, ALL ADJUSTED TO ACCOMMODATE. NECESSITY MEETING CONTRACT SUBMISSION DEADLINES CANNOT BE OVER-EMPHASIZED. DELAYS WHICH HAVE BECOME ENDEMIC OTHER RECENT SURVEYS WILL NOT BE TOLERATED. THIS NOT TO SUGGEST GRATUITOUS THREATS BE MADE TO CONTRACTORS, BUT IMPROTANCE PUNCTUAL DELIVERY SHOULD BE CONVEYED, AND POSTS SUSPECTING DELAY REQUESTED BE FORCEFUL.
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